



GSA Federal Acquisition Training Symposium

April 25 – 26, 2017
Huntsville, AL

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Interact

Security Solutions through Schedule 84

Brenda McCall, Lead Contracting Officer
Multiple Award Schedule 84

April 26, 2017

AGENDA

- Overview of Multiple Award Schedule (MAS) Program - Benefits
- Offerings under Schedule 84 and Upcoming Changes
- GuardFinder
- GSA e-Tools
- Planned Improvements for FY2017
- Questions and Answers

Overview of Multiple Award Schedules (MAS) Program

- Indefinite Delivery, Indefinite Quantity (IDIQ)
- Continuous Open Solicitation – no closing date
- **“Evergreen Contract”**
 - Five year base period and three, five-year option periods
- Contract modifications:
 - Economic Price Adjustments (EPA)
 - Add/delete items
 - Novation
- Schedule solicitations posted on FedBizOpps:
 - www.fbo.gov

Opportunities: Who can Utilize GSA?

- All Federal agencies and the Military
- Prime Contractors w/ proper authority from CO
- Mixed Government Ownership
- United Nations
- State and Local Entities (*restrictions apply*)

Benefits of Using GSA Schedule Contracts

- Streamlined Acquisition Process under **Federal Acquisition Regulation (FAR) 8.404** which allows for a “**best value**” choice, rather than lowest bid.
- Contractors have already been vetted and found Financially Responsible and Responsive to Solicitation; awarded prices have been determined to be fair and reasonable.
- There is no maximum order limitation or dollar limit! Additional discounts off of the already fair and reasonable pricing is permitted and encouraged at the order level.
- No requirement to synopsise.

Benefits of Using GSA Schedule Contracts

- Realize Savings
- Flexibility and Choice
- Save Time
- Transparency
- Control the Procurement

Schedule 84 Team Support

- Scope Reviews of upcoming requirements
- Seek out information on vendors' breadth of offering
- Contact vendors to encourage participation in upcoming RFQs
- Work with you through the procurement process and assist in navigating GSA e-Tools
- Host on-site industry days

GSA Special Order Program (SOP)

- Provides complete, full-service acquisition management support – delivered to customers anywhere in the world
- Cradle-to-grave contracting for commodities with ancillary services
 - Physical Access Control System (PACS) w/installation
 - Guard Services
 - Law-enforcement, safety, and security products
 - and much, much more
- Fee is generally 5% for projects over \$150,000

GSA Special Order Program (SOP)

- Customer will need an Interagency Agreement Form and provide funding through either
 - Military Interdepartmental Purchase Request (MIPR)
 - MILSTRIP (1348-6) or FEDSTRIP
- For more information, go to
 - www.gsa.gov/specialorderprogram or contact
 - Lori Herrera
 - lori.herrera@gsa.gov
 - 817-850-8388

Schedule 84 – Snapshot of Offerings

- **Attachment 1: Marine Craft & Equipment**
 - Patrol Boats
- **Attachment 2: Firefighting & Rescue Equipment**
 - Helicopters (and soon...Search & Rescue Drones)
- **Attachment 3: Alarm/Facility Management Systems & Protective Service Occupations**
 - Physical Access Control Systems (PACS)
 - Guard Services
- **Attachment 4: Special Purpose Clothing**
- **Attachment 5: Law Enforcement & Security Equipment /Services**
 - Body Worn Cameras (BWC)
 - Drug Testing Services



www.gsa.gov/firesecurity

Schedule 84 Updates and Improvements

- Realignment and Restructuring of Branch based on Category Management
- Removal of 50% of SINs due to scope duplication
- Introduction of “GuardFinder”, Market Research tool for Guard Services
- Physical Access Controls (PACS) Enhancements



Realignment and deletion SINs

- Schedule 84 will no longer be organized by “Attachment”, but rather by Category
- A thorough “scrub” of the SINs is taking place and duplication of offerings will be removed.
- SIN descriptions are being re-written to better reflect industry terminology for improved search functionality within GSA Advantage!
- Welcome input on appropriate NAICS

GuardFinder

- After listening to DHS, Schedule 84 created GuardFinder, a market research tool for customers to search for Guard Services based on specific criteria
- The tool is now available for all agencies via the Acquisition Gateway by the end of April.
<https://hallways.cap.gsa.gov>
- Individualized agency training can be completed either in person or remotely at the request of the customer

Physical Access Control Systems (PACS)

- New SIN's 246 35 7 and 246 60 5 created to easily identify FIPS 201 compliant PACS products and services.
- R7 Special Order Program (SOP) is working to create a "Click and Buy" ordering tool for PACS
- Schedule 84 working with Jaclyn Smyth, DHS, Category Manager for the Government wide Security and Protection Category, on a total solution for PACS through GSA Schedules
- PACS Buying Guide on the Acquisition Gateway

New for FY17

- Helicopters – Increase Supply
- Gun Shot Detection Systems – Increase Supply
- Search and Rescue Drones
- Drone Detection Technology
- Drug Test Services

Training Resources

- GSA Interact: <https://interact.gsa.gov/>
- Vendor Support Center:
<https://vsc.gsa.gov/education/index.cfm>
- GSA Industry Days (e.g. Body Worn Camera, PACS, Schedule Specific)
- GSA Training Symposium
- Region 7 Monthly Webinars

GSA Reference Websites

Acquisition Gateway:

<https://hallways.cap.gsa.gov>

GSA Schedules Program:

www.gsa.gov/schedules

Getting on Schedule For Vendors:

www.gsa.gov/gettingonschedule

GSA eOffer:

<https://eoffer.gsa.gov>

System for Award Management (SAM):

www.sam.gov

GSA State and Local Programs:

www.gsa.gov/stateandlocal

GSA Advantage!®:

www.gsaadvantage.gov

GSA e-Buy:

www.ebuy.gsa.gov

GSA e-Library:

www.gsaelibrary.gsa.gov

GSA Reverse Auctions:

www.reverseauctions.gsa.gov

Vendor Support Center:

<https://vsc.gsa.gov>

Schedule 84 Contacts

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Questions

